



# Cisco

## 700-101 Exam

### Business Edition 6000 for Sales Engineers

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**Question: 1**

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Which three collaboration mechanisms increase customer satisfaction? (Choose three)

- A. Flexible enhanced customer service processes
- B. Attractive TV advertisements
- C. Variety of customer communication channels
- D. Effective mail and email communication
- E. Frequent phone communication
- F. Ability to access customer data from any device, anywhere

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**Answer: A, C, F**

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Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Customer Success and Stickiness

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**Question: 2**

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Which three Cisco Unified Communications and Collaboration applications are part of a basic Cisco Business Edition bundle? (Choose three)

- A. Cisco Unity Connection
- B. Cisco Prime Collaboration Provisioning
- C. Manager Business Edition
- D. Cisco Unified Attendant Console
- E. Cisco Unified Communications Manager
- F. Cisco Unified Contact Center Express

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**Answer: A, B, D**

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Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training CBE6000

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**Question: 3**

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In which layer of Cisco Unified Communications system architecture does Cisco Jabber reside?

- A. Operations and serviceability
- B. Applications and services
- C. Networking
- D. Call control
- E. Call routing

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**Answer: B**

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Explanation:

Business Edition 6000 for System Engineers (BE6KSE) PEC Training Architecture of the Cisco Unified Communications System

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**Question: 4**

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Which four are advantages of a Cisco end-to-end architectural approach? (Choose four)

- A. enhanced security
- B. multiple protocols
- C. any end-user device
- D. multi-vendor
- E. consistent experience
- F. limited availability
- G. unified policies

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**Answer: A, C, E, G**

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Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Who Delivers Better Business Agility

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**Question: 5**

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Cisco Business Edition 6000 supports five co-resident applications on the same Cisco UCS C220 M3 server. What is the maximum total vCPU and vRAM capacity that should be considered when deciding which co-resident applications will run on the same server?

- A. 12vCPU, 12 GB VRAM
- B. 8vCPU, 16GBvRAM
- C. 16vCPU, 8 GB VRAM
- D. 16vCPU, 16 GB VRAM

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**Answer: B**

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Explanation:

Reference:

[http://www.cisco.com/en/US/docs/voice\\_ip\\_comm/cucm/BE6000/InstallationGuide/9\\_x/CUCM\\_BK\\_IA4BAD3A\\_00\\_installing-cisco-business-edition-6000\\_chapter\\_01](http://www.cisco.com/en/US/docs/voice_ip_comm/cucm/BE6000/InstallationGuide/9_x/CUCM_BK_IA4BAD3A_00_installing-cisco-business-edition-6000_chapter_01) (coresidency, see the first note)

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**Question: 6**

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Which three of these are business benefits of Cisco Business Edition 6000 virtualization? (Choose three.)

- A. faster return on investment through server consolidation
- B. applications deployed across multiple physical servers

- C. fixed solution aligned with fixed business strategy
- D. easy installation and upgrade
- E. single physical server deployment
- F. support for third-party management platforms

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**Answer: A, D, E**

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